

National Aeronautics and Space Administration



# NASA'S TECHNOLOGY INFUSION **ROAD TOUR**

*Historically Black Colleges/Universities & Minority Serving Institutions*

**NEW MEXICO STATE UNIVERSITY**

***GSA Federal Acquisition Service:  
Partnering for Solutions That Serve***

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August 2019**



## GSA - Our Mission



The General Services Administration (GSA) was established in 1949 with a purpose of streamlining the administrative work of the federal government

*"The mission of GSA is to deliver the best value in real estate, acquisition, and technology services to government and the American people."*

GSA supports our customers by providing government-wide contract vehicles for the procurement of products and services

## GSA Product and Services Offerings

### Products

Building & Industrial  
Electronics & Technology  
Facilities & Supplies  
Furniture & Furnishings  
Law Enforcement, Fire & Security  
Office Equipment  
Office Supplies  
Office Supplies & Equipment FSSI  
Scientific & Medical  
Tools, Paint & Recreational  
Vehicles & Equipment

### Services

About Buying Services  
Energy Services  
Environmental Services  
Facility Management Services  
Furniture Services  
Human Capital Services  
Office Services  
Professional Services  
Security & Law Enforcement  
Technology Services  
Training Services  
Transportation Services  
Travel Services  
Vehicle Buy/Lease Services

## Doing Business With Government

Contracting with federal agencies widens Historically Black Colleges and Universities/Minority Institutions (HBCUs/MIs) exposure to business opportunities and offers a potential source of increased revenue

- In FY18, 38 HBCU/MIs contracted with various federal agencies generating \$18.5 million
- There are approximately 22 colleges and universities that hold GSA contracts (professional services), but not identified if they are HBCUs/MIs
- Primary areas of service:
  - Research and Development
  - Professional Services
  - Human Capital
  - Information Technology
- Area of Opportunity:
  - GSA's Multiple Award Schedules program is a \$45 Billion dollar a year program, providing over 20 million commercial products and services to federal, state, and local customers

## GSA Schedules – By The Numbers

- Schedules is a \$45 Billion dollar a year program
- Partner with more than 19,000 vendors
- Approximately 24 schedules (products and services)
  - Information Technology - \$14.1B
  - Professional Services (00CORP) schedule generated roughly \$7.3B
    - Includes services such as consulting, research & development, education and training



## GSA Schedules

### GSA Multiple Award Schedules (MAS)

- A government-wide contract vehicle for purchasing commercial products, services, and solutions
- A five year Indefinite Delivery, Indefinite Quantity (IDIQ) contract with three 5-year options – up to 20 years
- Also referred to as a GSA Schedule or a Federal Supply Schedule (FSS)
- Made up of approximately 33 schedules with products and services categorized by Special Item Numbers (SINS)

## GSA's HBCU/MI Initiative

1. Increase HBCUs/MIs as vendors on GSA Schedules
  - Access to federal, state, and local government contract opportunities
  - Provide HBCUs/MIs with an additional revenue stream
  - Target specific HBCU/MI-service areas of opportunity
    - Professional Services, Information Technology
2. Engage and Train
  - Assist HBCUs/MIs through the GSA schedules contract application process
  - Provide no-cost virtual and onsite training
    - Contracting Process
    - Contract Modification Process
    - Reporting
    - How to market to federal agencies

## GSA's HBCU/MI Initiative

- Conduct Regional HBCU/MI Industry Days
  - Discuss business opportunity forecasts
  - Gather intelligence on remaining barriers to accessing federal contract opportunities
- GSA held a two-day Schedules Training event for five HBCUs, providing training on the schedules contract submission process for professional services and IT
  - Alabama A&M
  - Bowie State
  - Clark Atlanta
  - Jackson State Univ
  - Southern Univ – Baton Rouge
- 3. Assist Federal agencies with meeting their HBCU goals
  - WHIHBCU Inter-agency meeting
- 4. Advance and support the goals of the White House Initiative on HBCUs



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